

# APPENDIX TO PRICE LIST



WORK  
BROS

& CO

CHICAGO.

PER  
GT1710  
W92  
T.C.

*THE HENRY FRANCIS du PONT  
WINTERTHUR MUSEUM  
LIBRARIES*



## APPENDIX

TO OUR

# Clothing ♦ Price ♦ List.

---

*WE HAVE so many inquiries for Samples of Cloth representing our **READY-MADE CLOTHING**, and deeming it impracticable to furnish the same, and, in our opinion, utterly impossible for a retailer to form an idea what a garment is by looking at a piece of cloth, we have concluded to issue this Appendix, giving a few cuts and descriptions of a very limited number of our choice selling suits.*

*These cuts and descriptions of garments will give you a better knowledge than you can form by seeing a small piece of the goods.*

*We will send you these goods on approval, then you will see how well they are made, quality of trimmings and general appearance of the suit, which is very important to the buyer. We take all the risk and are confident we can please you, and trust you will favor us with a nice order.*

*We have also arranged a few more **SAMPLE ORDERS** in this Appendix, and we wish you would compare them with any other prices that may be submitted to you. We fear no competitors, as we go them one better every time. Our facilities for producing Clothing are not excelled; we own our own factory, import our own foreign goods, and do not pay any other concern for making them up. We give the retailer who buys from us all these advantages. If you buy of us you can own your goods just as cheap as middlemen, who claim to save you 25 to 35 per cent.*

*If you do not have our Price List, mail us a note and we will send you one.*

*Remember our **CUSTOM DEPARTMENT**. We send to any good merchant who makes application for samples of goods made to order, a complete line, when they state what priced samples they want. We have a card of samples running in price from \$12.00 to \$20.00 per suit, or \$18.00 to \$35.00; or will send a full line if requested.*

**WORK BROS & CO.**

**Cor. Market & Adams Streets,**

**CHICAGO.**

# TERMS.

**TERMS**—On bills over \$100.00 are four months time; or 7 per cent. off, ten days; 6 off, thirty; 5 off, sixty days; or four months net. On bills under \$100.00, sixty days time, same discount. Suits made to order, tailor-made goods, and single suits out of stock are net cash.

**ALL BILLS** of \$100.00 or over, received before April 1st, 1888, will be dated on that day; after that, we will not date ahead.

**ALL GOODS** ordered of us through this Catalogue will be shipped on approval. You have ten days time after receipt of goods to make up your mind if they are cheap and suitable to your trade.

**DO NOT** hold any goods subject to our order. If they do not meet your expectations, return at our expense.

**WHILE** we are perfectly willing to take back any goods not satisfactory, we trust our friends will not order more than they think they need.

**MERCHANTS** with limited capital will find it to their interest, we think, to divide up their bills in payments—one-fourth in 30, 60, 90 and 120 days; they will find less difficulty in paying, and will save the discount on the two first payments, which is a very important item to a good business firm.

**C. O. D.—C. O. D.—C. O. D.**—We will not ship goods C. O. D. (collect on delivery) unless we see the firm's name in the Commercial Agency book, or know he is a merchant. When goods are sent C. O. D. it is much better to make a small remittance with the order. This saves the trouble and time it takes to look up the credit of the customer. Some merchants seem to think it is a reflection on their financial standing to have goods come C. O. D., but such is not the case, as many good firms often order this way to save time.

## OUR UNIFORM DEPARTMENT.

---

If interested, send for our Illustrated Catalogue, the finest ever issued in the United States.

---

**O**UR UNIFORM DEPARTMENT, like our Custom Department, is separate and distinct from our Ready-made Goods. Major E. F. Wait has full charge of it, and for years he was at the head of a leading New York house in this line, but being progressively inclined he gave up his business and came with us.

We make everything in the Uniform line, from Generals' to Privates' Suits, and from Drum Majors' to Drummer Boys'; Conductors, Brakemen, Policemen, Firemen, Military Schools, Free Masons, Odd Fellows and other societies fully equipped at the lowest possible prices.

If you will send to us, we will furnish you with a descriptive Catalogue, showing all the latest cuts; you can select what you want, and we will give you estimates, and send samples of cloth. If a military company wants an outfit, we will send a representative to see you to give all information and details.

As soon as the presidential nominations are made, we will commence to manufacture a full line of Campaign Goods.

WORK BROS. & CO.

---

You can form some idea of the magnitude of our business by glancing on the cover of this Price List and see our immense factory and salesroom.



**APPENDIX No. 6709.**

Men's Fancy Cotton Worsted Sack Suits. The dark groundwork is composed of black and brown, woven so as to show a raised stripe about a quarter of an inch wide. The white that shows in the cut is a thread of green and red, so nicely arranged as to give the suit a bright yet not loud appearance. The goods will wear well and give the wearer good satisfaction, and the merchant who handles these goods can gain a reputation for selling clothing that has real merit.

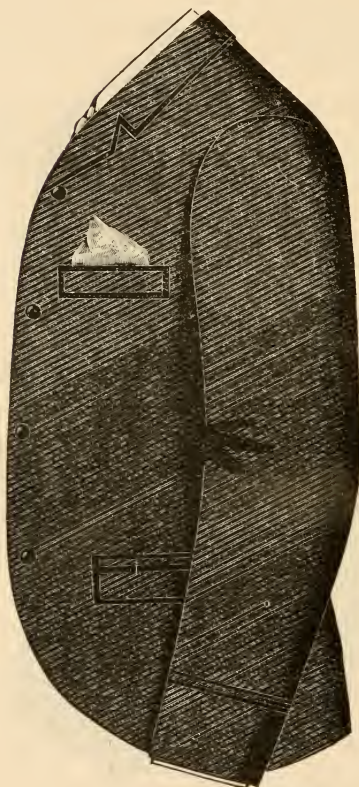
Every article we quote in our Catalogue or this Appendix to our Price List is selected with great care; we have studied how to please, and find the only way is to make good-fitting, well-trimmed, thoroughly well-made clothing, and sell it at prices equally as low as jobbers sell cheap-made or slop-shop goods.

See our terms and conditions upon which we ship goods.



No. 6709, Men's Sack Suits, as described above,	\$3 50
No. 6697, Boys' " " " "	2 75
No. 6724, School Suits, " " " "	2 50

## APPENDIX No. 102, 103, 104.



This cut will give you an idea as to the style of this handsome brown and white Mixed Sack Suit of Double and Twist Cassimere, the greatest wearing goods in the market. Any farmer, mechanic, driver or persons who are hard on their clothes will find this an economical suit to buy, as it will not show dirt, is neither too light nor too dark, and medium weight, as are all these guaranteed suits.

We have this suit in three grades, each one well worth the money. You can order any grade with perfect safety and will find it more satisfactory than to try to order from a little sample of cloth, as the fit, make-up, and trimming of a suit are what tells.

No. 102, Men's Sack Suits, as described above,	-	\$13 50
No. 103, Men's " " one grade cheaper,	-	12 00
No. 104, Men's " " " "	-	9 00

Merchants only can buy of us.

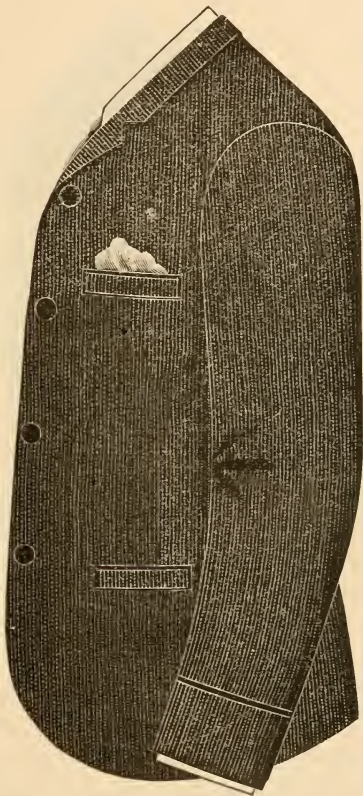


**APPENDIX No. 2497.**

Men's soft-finished All Wool Fine Hairline Cassimere. This sack suit is quite dark and a neat pattern—one of the greatest selling suits in our stock. We have been using these cassimeres for a number of years and know the value is in the goods.

Any farmer, merchant or professional man will never regret having bought this suit; it is unquestionably one of the many choice bargains in our stock. The cut and make of our clothing we consider equal to any in the United States, and our facilities for manufacturing are unexcelled. Being a young and enterprising firm, we are always on the lookout for good trade. We use every honorable means in our power to add to our immense business, hence we are always on the alert for bargains, which enables us to give to the retail trade the benefit of our experience as buyers of

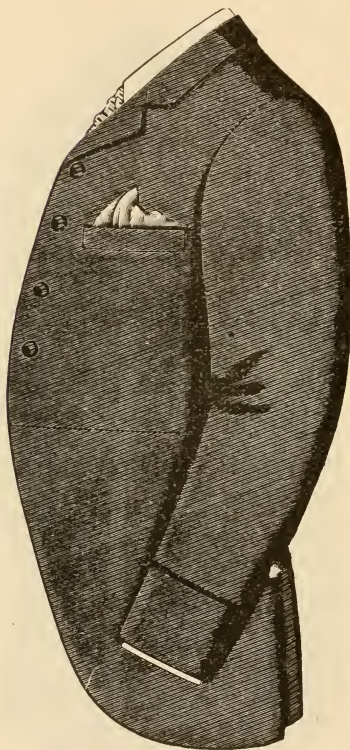
cloth and manufacturers of clothing. We know we can save good storekeepers money when they buy of us. Try us with a nice big order. Don't be afraid; you will get value received. We cannot (even if we had the desire) take advantage of you. See our terms and conditions of sale.



No. 2497, Men's Sack Suits, as described, - \$10 00

No. 2497, Men's Pants, same goods, - - - 3 50

## APPENDIX No. 131, 138, 139.



This is a perfect gem of Black Imported Cork-screw Worsted, handsomely lined, Four-Button Frock Suit. Compare our prices with any others and see if ours are not the lowest for the same quality of goods. We do not intend to permit any jobber to show you suits equally as good, at a less figure than we sell them to you.

Remember, if you save the discount it is a big item. See our terms. We have a factory and manufacture all our goods. We do not get them made by any other manufacturer and then try to lead you into the belief that we

make them ourselves. We are not afraid to show you our sales-room, and if you will glance at the back of this book you will see a fac-simile of our factory.

**No. 131, Men's Blk. Cutaway Suits, as described above, \$18 00**

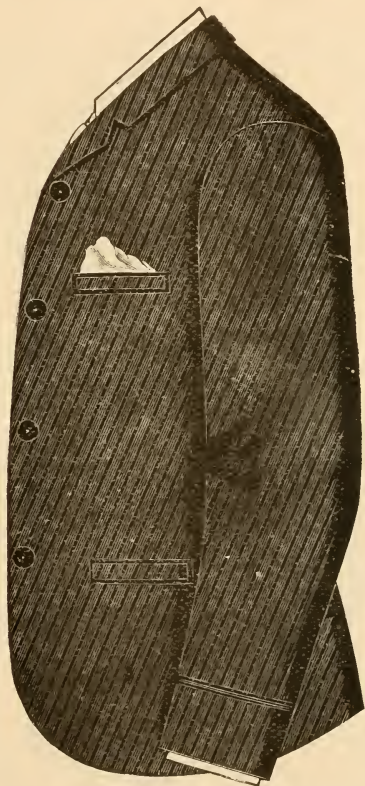
**No. 138, Men's Blue-Blk. “ “ 18 00**

**No. 139, Men's Brown “ “ 18 00**

**Select one of our renowned sample orders.**

**APPENDIX No. 5893.**

Men's blue black wide wale diagonal Imported English Worsted Sack Suits. A great seller and a nobby suit either for business or dress occasions. We trimmed this suit like all our other goods, so it will give satisfaction. We do not quote low-priced goods in order to get merchants to buy of us; our object is to get the very best merchants in the land to order these goods, and we believe we are smart enough to know it takes more than bombast to get and hold that class of trade. Nothing short of big values will accomplish the object we are grasping for, and when we quote the goods in this Appendix, we are aware that not one merchant will know how good these garments are until he sees them. We take it for granted that you are a first-class prompt-paying merchant. We send this Appendix to you with the expectation that you will order a nice bill of goods of us. We

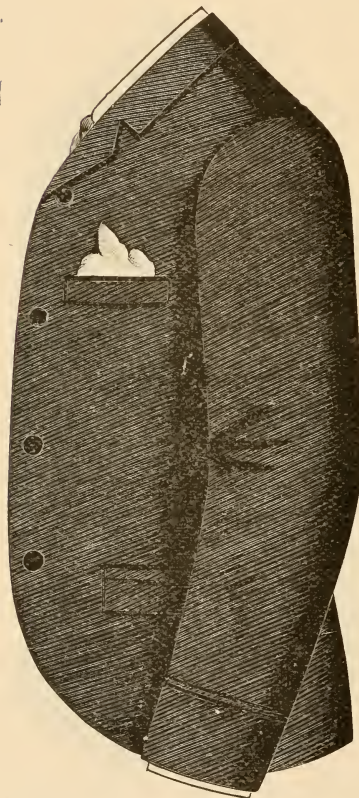


send them to you on approval; you have ten days' time after the receipt of goods to make up your mind in regard to the value, fit, etc., of the goods. Now would we not be very poor business men if we did not give you the very best goods for the money invested, and goods that will gain you a reputation so that you will order of us again? Try us with a nice order.

**No. 5893, Men's Black Suits, as above, - \$10 50**

**No. 5835, Men's Brown Sack Suits, as above, 10 50**

## APPENDIX No. 123, 124, 140.



Men's Black Diagonal All-Worsted Sack Suits, light weight, adapted to warm climate. All prices we quote in our Price List or Appendix are for first-class garments. The cut and make are far superior to most of the ready-made clothing sold to retailers. If you will look at the back of our catalogue you will see a picture of our factory and salesroom, and if you will come in and see our stock and facilities you will not wonder that we can make such low prices. Our facilities are not excelled and but few can equal us in the production of clothing. Our goods have a world-wide reputation, and when we once sell a bill we can retain the customer's trade. We know it is hard to get a great many to leave the old house, but you lose

nothing by trying us. If you will read our terms on page 3 you will see what advantages we offer.

No. 123, Men's Black Sack Suits, as described above, \$10 00

No. 124, Men's Blue-Black Sack Suits, " 10 00

No. 140, Men's Brown " " 10 00

**This Appendix** should be laid away just as carefully as an invoice.



## MERCHANTS, SCRUTINIZE THIS!

### Sample Order No. 1647.

If this sample order meets your views send for it. You will find the goods well made, perfect-fitting garments. We do not wish to enlarge or say anything that will mislead you. You can make from 25 to 35 per cent. more profit on our clothing than you can on goods you buy from jobbers. We have our reputation at stake and will not misrepresent in order to make a sale. Compare our prices if you have a chance and see how much you will save if you order your goods of a house which manufactures its own goods. Send your order direct to WORK BROS. & CO.

Quantity.	DESCRIPTION.	Price.	Exten.
2	Men's Brown Clean Cut Check Union Cassimere Sack Suits.	\$ 4 25	\$ 8 50
2	Men's Indigo-Blue Flannel Sack Suits. ....	6 37	12 74
2	Men's Indigo-Blue Yacht Cloth Sack Suits. ....	7 75	15 50
2	Men's Scotch Cheviot Suiting Sack Suits.....	8 45	16 90
2	Men's Highland Plaid Suiting Sack Suits.....	9 00	18 00
2	Men's Nobby Broken Check Scotch Sack Suits ..	9 50	19 00
2	Men's Black and White Hairline All-Wool Sack Suits.....	9 90	19 80
2	Men's Black and Gray Pin Check All-Wool Sack Suits.....	9 90	19 80
2	Men's Black, White, Red and Old Gold Silk Mix Sack Suits	12 00	24 00
2	Men's Black Diagonal English Worsted Sack Suits. ....	13 50	27 00
2	Men's Blue (new style) Check English Worsted Sack Suits	14 50	29 00
2	Men's Black Basket-Weave English Worsted Sack Suits..	16 50	33 00
2	Men's Black Basket-Weave 4-Button Cutaway Frock Suits	17 50	35 00
2	Men's Raised Check 4-Button Cutaway Frock Suits. ....	16 00	32 00
Total .....			\$310 24

### 30, 60, 90, 120 DAYS.

Merchants with limited or large capital will find it profitable to buy goods on the following terms:— One-fourth in 30 days, one-fourth in 60 days, one-fourth in 90 days, one-fourth in 120 days. In this way they save discount on the two first bills and it makes it so much easier to pay for the goods. If all storekeepers would do this there would be fewer failures and more prompt-paying business men. We, like all other manufacturing firms, would sooner sell goods on these terms, and would suggest to our friends to give this matter due consideration. We quite frequently refuse orders on four months' time that we would fill on the above terms. We do not refuse because we think the merchant not good enough to sell to on four months' time, but for the reason that we do not wish to get any customer cramped on his payments, and we know very often they do get in this fix by thinking four months a long time, and they never think of the debt again until 118 days have passed, then they begin to realize the account will be due in a few days and it is impossible for them to pay; on the other hand, if they had bought on 30, 60, 90 and 120 days' time, it would be easy enough to pay.

**Do not** fail to come and see us when in Chicago.

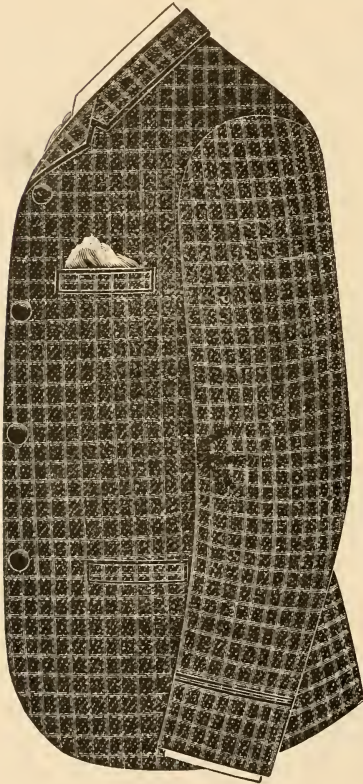
**Do not** ask us to date a bill ahead one day farther than we agree to do.

**Do not** send us a check to pay a bill unless you add twenty-five cents for each hundred dollars, as exchange.

**Do not** ask us to ship goods by mail unless paid for in advance, and the postage included, which is about seventy-five cents for a suit.

**Do not** order goods of us unless you are a merchant. Our Catalogues often fall into the hands of consumers, and we pay no attention to orders coming from parties whose names do not appear on their letter-heads, or it is stated in the letter that they are in business, or some other evidence is offered.

## APPENDIX No. 2453.



⌘ This cut might lead some people to think there is a distinct check in the goods, but there is not. The groundwork or the black between the lines is a mixture of black, white and brown. The lines that form the check are dark and light brown, making an indistinct check over a mixed background. The combination of colors and the way the goods are woven gives the garment a nice, nobby and yet not a loud appearance; a choice Business Sack Suit of all-wool cassimere, and the value is undisputed. You can make money on these goods and can build up a reputation by selling them. Every suit of clothes we quote is well

made. Select a sample order or mark in the quantity column what you think you can use, and send us your order. Sizes, 34 to 42.

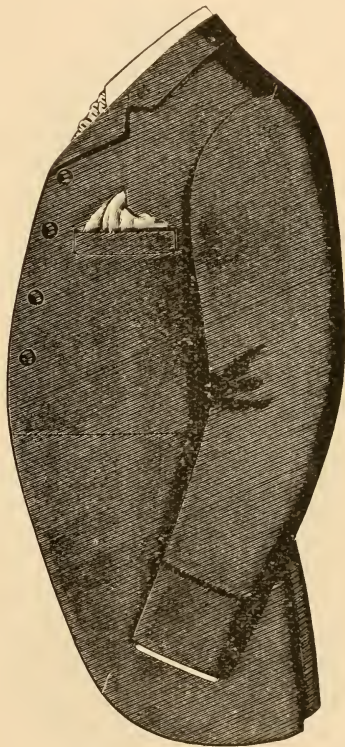
No. 2453, Men's Sack Suits, as described above, - \$6 50

No. 2453, Men's Pants of same goods, - - - 1 90



**APPENDIX No. 146, 147. 148.**

Men's fine black four-button Frock Suits, Imported Corkscrew Worsted Crepe pattern; a desirable dress suit of clothes; a choice style for lawyers, storekeepers, doctors, clerks or men in any walk of life, who like to dress well every day of the week. Nothing is more necessary to a gentleman's wardrobe than a nicely fitting, well-made suit of black, blue or brown Corkscrew Worsted. We make every garment we sell and we know it is impossible for any other house to undersell us. We want your trade, and if fair dealing and truthful representations will accomplish this end we hope to gain your patronage. We will not prevaricate in order to make a sale.



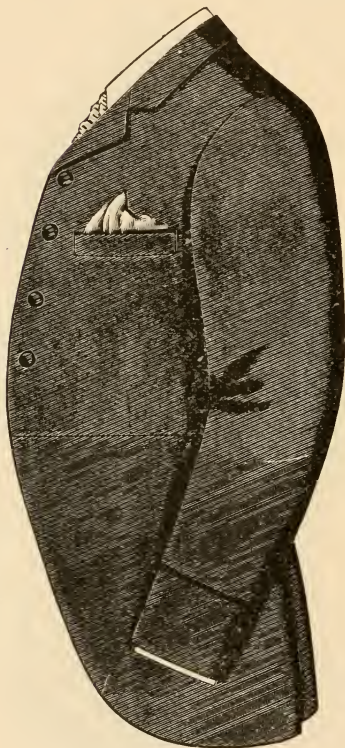
**No. 146, Men's Blk. Cutaway Suits, as described above, \$12 00**

**No. 147, Men's Blue-Black “ “ 12 00**

**No. 148, Men's Brown “ “ 12 00**

**If you** do not have our Price List, drop us a note and we will send you one.

## APPENDIX No. 133, 144, 134.



We think this is one of our choicest sellers. Remarkable quality of a genuine Imported Cork-screw Worsted Cutaway Suit. How often you miss sales by not having a nice line of black and blue Worsted Dress Suits in your stock. If you order of us we will guarantee them to meet with your perfect satisfaction. If you have not one of our complete Price Lists, drop us a line and we will mail you a copy. In our regular Price List we give a very full description of the goods we manufacture,

and it will enable you to order an entire stock of clothing. Try us with a nice order and see what we can and will do for you.

**No. 133, Men's Blk. Cutaway Suits, as described above, \$9 50**

**No. 144, Men's Brn.                   “                   “                   9 50**

**No. 134, Men's Bl-Blk.           “                   “                   9 50**

---

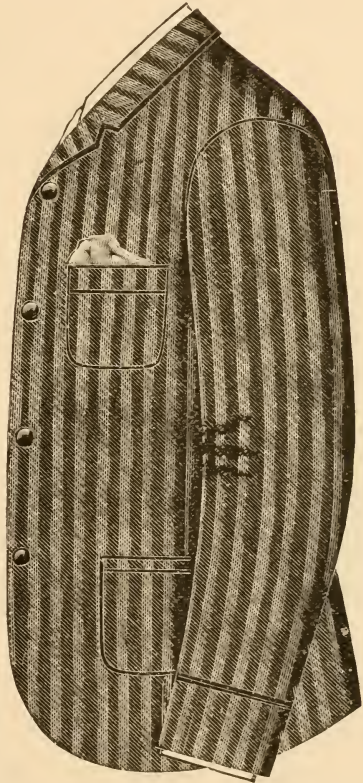
**Every good merchant** should have one of our Price Lists and an Appendix.

**APPENDIX No. 176.**

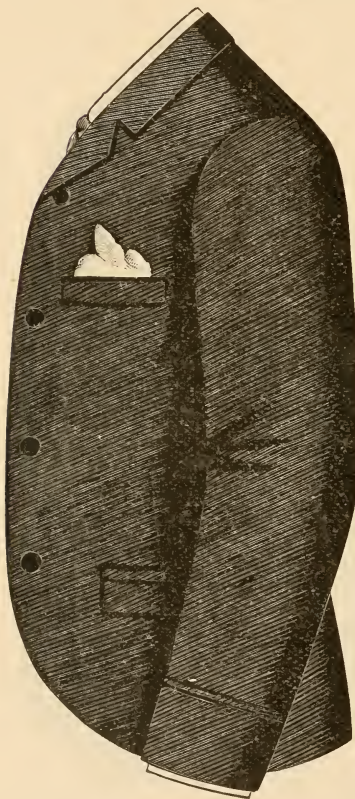
This is a striped Cheviot Sack Suit with patch pockets. As the cut appears one would naturally be impressed with the idea that there were but two colors, black and white, when really there is not a particle of white in the cloth. The cut, however, gives a very correct idea of the pattern, and our description of colors will enable you to form a true knowledge of how the garment will look.

The stripe that shows white is composed of a little yellow, olive green, black and brown, artistically and harmoniously arranged, while the dark stripe, which makes the background, is a beautiful brown and blue; all these shades combined makes one of the handsomest and choicest all-wool cheviot guaranteed business suits that we have the pleasure of showing you. It is hard for us to represent many garments out of our immense stock,

but we have arranged these few specialties to enable those merchants who are a little wary about ordering goods without seeing what they get, to know the kind of goods we deal in, and we are sure a trial will convince the most skeptical. We are anxious to increase our trade and are using every honorable means in our power to do so. Storekeepers can make no mistake in ordering these goods in large quantities.



## APPENDIX No. 119, 130, 137.



Here you see a counterpart of an Imported Diagonal Worsted Sack Suit that any man need not be ashamed to wear.

The suits are so good words are inadequate to express our sentiments regarding the value offered for the price. If you will order some we feel confident you will want more. If you do not have our Price List giving you a complete list, drop us a line and we will mail you one. In selling our goods direct to the Retailer will give you all the advantages the jobber gets.

Remember, expenses must be paid, and when they have other manufacturers to make their goods they can not compete with factories whose productions are almost unlimited. Fill in the order sheet the number of suits you want and send the order to us, and see how well we can please you.

No. 119, Men's Black Sack Suits, as described above,	\$14 50
No. 130, Men's Blue-Black Sack Suits,	“ 14 50
No. 137, Men's Brown Sack Suits,	“ 14 50

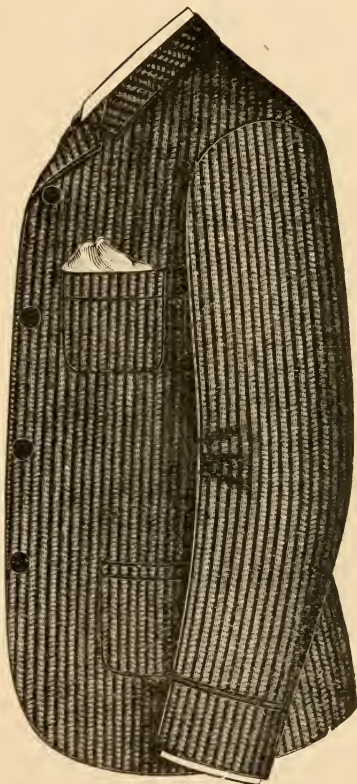
**Storekeepers** will never know how cheap we sell clothing until they try us with an order.



## APPENDIX No. 170.

This cut shows you a slightly, highly finished, Washed Satinet Suit, the stripe about a quarter of an inch wide. One would naturally infer from looking at the picture that the suit showed considerable white, when in reality there is not a thread of white in its composition; on the contrary, the stripe that shows white in the cut is only medium light order, the colors in which are dark gray, or mouse color, light brown and a little blue woven in, forming a distinct stripe, neither too light nor too dark in appearance. The dark stripe or ground work is about one-sixteenth of an inch in width, consisting of black and brown mixture. Taking the colors as described you will find a combination that is very pleasing to the eye, and which makes an excellent business or dress suit for any man who does not want to spend much money. The design is new and your customers will appreciate the goods; if not, you are aware of the privilege you have of

returning if not satisfactory. We believe that cloth worth making up at all should be cut well, sewed well and trimmed in accordance with the value of the goods. We do not cut down the trimmings and give inferior workmanship in order to make low prices. We always make up a good satinet well, thus giving garments to that class of trade that wants them well worth the money.



No. 170, Men's Sack Suits, as described above, \$5 00

No. 170, Men's Pants, - - - - 1 62

## UNDENIABLE FACTS!

---

**You will find** it convenient, profitable and satisfactory if you order your goods through our Price List or this Appendix.

**First.**—You can take your time to make up your mind as to how many of each lot you think you can use.

**Second.**—You need have no fears of overstocking yourself; you have no one at your elbow urging you to buy more.

**Third.**—If you make a mistake and select goods that do not please you or fail to suit your customers, you have the privilege of returning.

**Fourth.**—Every good, prompt-paying merchant can make more money on our goods because it costs us so little to sell you, and placing an order in our hands, through our Catalogue or Appendix to Price List, puts us under obligations to give you a better bargain than we would be expected to do if we had you in person and could argue with you pro and con as to the merits of our goods. Our goods are criticised by every competitor; we are not present upon the arrival of goods to argue the good points, and hence we are business men enough to know we must make the prices and quality speak for themselves.

**These prices** and goods are intended for the sharpest, shrewdest and best merchants in the United States. We want no other kind than good trade, men who want to make money on what clothing they sell. Men who have strong competition are the ones we are after.

**For the past five years** we have shipped our celebrated ready-made clothing to all parts of the United States. We are not afraid to meet any competitors; our goods speak for themselves. You can make money on every dollar's worth of goods you buy of us. Send us a big order and we will verify our words.

**Read our terms,** send us an order, and see how well we can and will please you.

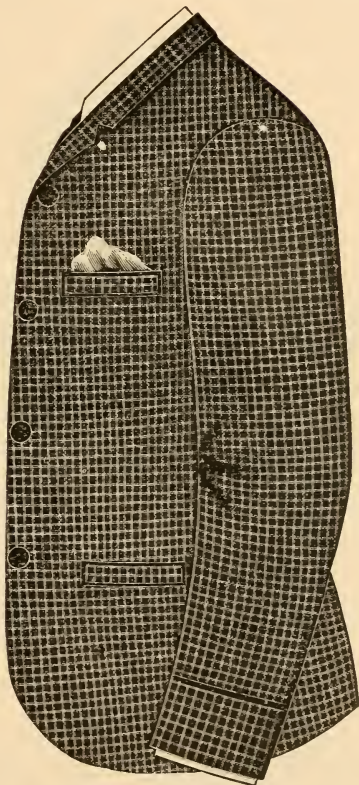
Yours truly,

WORK BROS. & CO.



**APPENDIX No. 2304.**

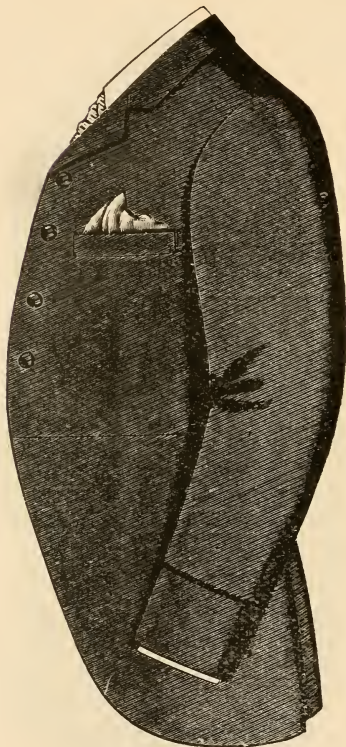
This cut represents a Checked Sack Suit of all-wool cassimere. The sizes of the checks are larger than the cut would indicate, being one-quarter of an inch. The dark groundwork is composed of two shades of brown and black. The check, or threads that form the check, are dark gray and a little blue. These colors combined, woven as they are, make a neat yet nobby suit of clothes; and, like all others of these specialties, you will find it a great suit to wear and will give untold satisfaction. The goods are soft, smooth, fine-feeling and will meet with ready sale.



Merchants who do not keep a large stock of clothing on hand will find this a valuable book to keep, as you can erase the prices that we charge, insert your cost mark and add your selling mark, and in this way show the cuts to your customers and take their orders. Remember, however, it would be useless to order a sack coat when the cut shows a cutaway, or *vice versa*. Also do not forget about the size as it is no use to order other than regular sizes, 35 to 42 breast measure, and pants and vest to match in size.

**No. 2304, Men's Sack Suits as above, - - - \$11 00**

## APPENDIX No. 149, 150, 151.



This cut shows you . . . Black Corkscrew Four-Button Cutaway Frock Suit, warranted imported goods; wonderful property to sell for twenty-five dollars. We know large concerns who ask eighteen dollars for the same goods. It is a waste of time for a jobber to try to compete with the manufacturer. We will not be undersold. We will not allow any one to take away our trade, if honest goods, low prices and fair dealing will retain it. We think it quite unseemly to say too much in our own favor, but we know some merchants are backward about ordering goods without seeing samples, and we want to

reach that class. We hope these few cuts will give them a reasonable idea, so they will try us. Read our terms carefully.

**No. 149, Men's Blk. Cutaway Suits, as described above, \$15 00**

**No. 150, Men's Blue-Blk. Cutaway Suits,                   “                   15 00**

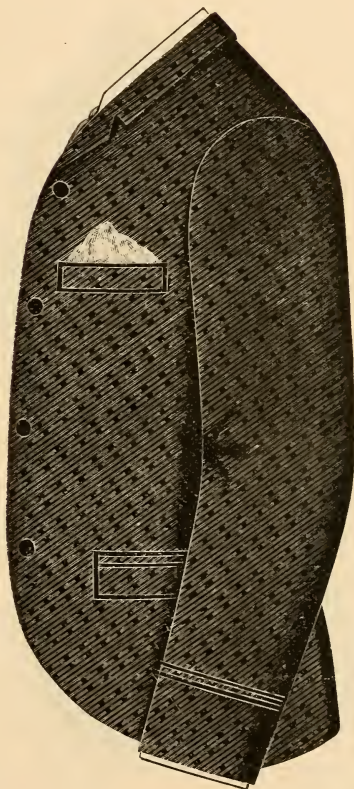
**No. 151, Men's Brown Cutaway Suits,                   “                   15 00**

**Hundreds of merchants** can lay a foundation for a big clothing trade if they will buy from this Appendix.

**APPENDIX No. 6740.**

Men's black fancy figured Worsted Sack Suits.

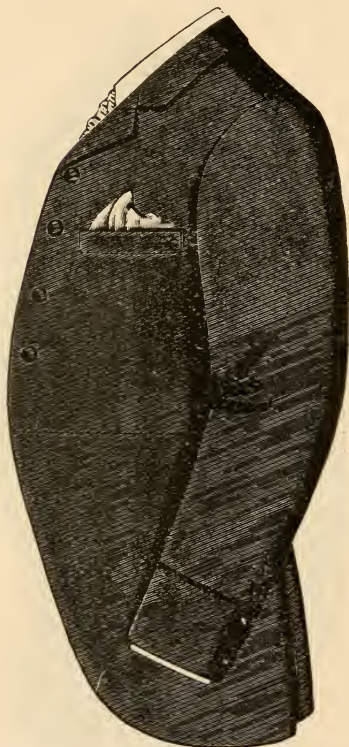
While the cut indicates a decided and prominent pattern on the goods, such is not the case. Looking at the goods from a short distance would impress you with the idea that the suit of clothes was a plain corkscrew worsted suit. The body of the cloth is woven on the corkscrew order, with a little raised figure and check, making a very nobby-appearing garment; at the same time, the color being a solid one, it is highly appropriate for a dress suit, and will answer the



purpose of a business suit, making it a good garment for a man in most any station of life. The goods are so well woven and the suit so thoroughly well made we feel confident the wearer will get full value when he invests in clothing of this kind.

**No. 6740, Men's Black Sack Suits, as described above, \$8 00**

## APPENDIX No. 135, 136, 127.



What is more becoming to a gentleman's appearance than a highly finished Corkscrew Worsted Cutaway Suit? This cut represents one of our finest tailor-made black English Worsted Suits, unquestionably well made, handsomely trimmed, and the price defiant of competition. If you will compare our prices you will find them as cheap, if not cheaper, than any net cash house or time house in the country.

Remember our terms.

Compare our prices,

and you will find you can make from 25 to 35 per cent. more on our goods than you can on goods you buy from jobbers.

**No. 135, Men's Blk. Cutaway Suits, as described above, \$19 50**

<b>No. 136, Men's Blue</b>	“	“	<b>19 50</b>
----------------------------	---	---	--------------

<b>No. 127, Men's Brown</b>	“	“	<b>19 50</b>
-----------------------------	---	---	--------------

---

**We pay** no attention to letters written us unless there is some evidence in the same that it is from a merchant.



**APPENDIX No. 2505.**

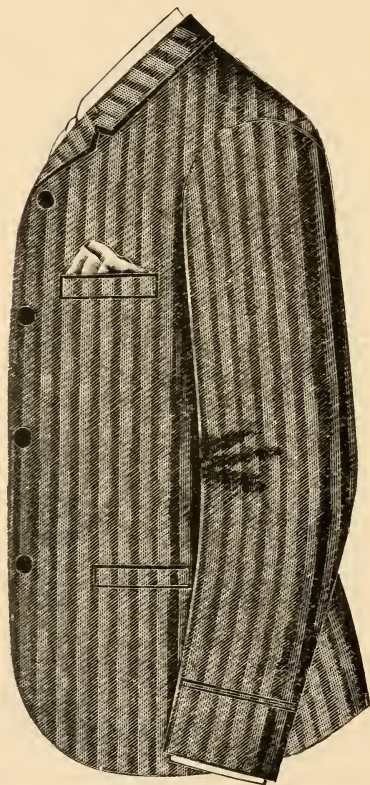
A handsome all-wool business Sack Suit. The plaid is a neat pattern; the colors are dark gray, black, brown, and a little red thread, making a mixture of colors that will please the taste of most any man who wants a suit of clothes with a little brightness and yet not loud or flashy in appearance. We have gone to great expense in getting up these cuts and have selected a very few choice sellers out of our large stock of ready-made clothing, and we did it with a view to getting large orders. We, of course, fill any sized order a good storekeeper may send us, but we have given such low prices we must sell these goods in large amounts. Fill out the order blank, or mark in the quantity column if you so desire, and select the balance of your order out of our Catalogue, and send to us, and you will get great selling goods at a price that will enable you to make from 25 to 35 per cent. more profit than you can on goods usually sold by jobbers.



No. 2505, Men's Sack Suits, as described above, - \$11 00

No. 2505, Boys Sack Suits, sizes 29 to 33, - - 6 75

## APPENDIX No. 100, 191, 192.



Here we have a nobby Business Sack Suit, made out of a handsome Cheviot. Dark brown, light brown, black, gray and a little white—these colors combined as the weaver has them arranged, shows a beautiful stripe of rather dark appearance—that is rather darker than the cut would indicate. These goods are strictly all-wool, and we are not afraid to allow you to compare them with the prices from any other house. Our suits are all so thoroughly well made, we fear no competition. Sizes 35 to 42.

No. 100, Men's Sack Suits, as described above,	-	\$9 00
No. 191, Boys' Suits, Stripe Shade, narrow,	- -	7 75
No. 192, School " " " " " " " "	- - - - -	6 75

**A merchant** who does as he agrees is as good as the Bank of England, and is entitled to the very lowest prices.



**CLOSE BUYERS, LOOK OUT!****Sample Order 1617.**

Compare this order with others you may have from would-be-competitors who do not manufacture a dollar's worth of goods, persons who claim to save buyers 25 to 35 per cent. on a bill of clothing. Take the benefit of the discount we offer for cash, and you will save just \$30.76. Will it pay you to buy your goods from WORK BROS. & Co., who manufacture every dollar's worth they sell, or from middle-men who get other firms to make their goods?

Quantity.	DESCRIPTION.	Price.	Exten.
3	Men's Sack Suits, raised seams and patch pockets, a handsome Cass., sizes 34 to 42.....	\$ 5 00	\$15 00
3	Men's Pants, same goods.....	1 50	4 50
3	Men's Sack Suits, raised seams, patch pockets, a modest Cass. Suit, sizes 34 to 42.....	5 90	17 70
3	Men's Pants, same goods.....	1 95	5 85
3	Men's All-Wool Blk. and Red Str. Sk. Suits, sizes 34 to 42,	5 97	17 91
3	Men's Dbl-Breast. All-W. Blk. and Red Str. Sack Suits, patch pockets and raised seams, sizes 34 to 42.....	6 25	18 75
3	Men's Fancy Check Worsted Frock Suits, sizes 34 to 42...	6 25	18 75
3	Men's Fancy Check Worsted Sack Suits, sizes 34 to 42....	6 10	18 30
3	Boys' Sack Suits, same goods, sizes 29 to 33 ....	4 70	14 10
3	School Suits, same goods, age 9 to 13 years.....	4 30	12 90
3	Men's Pants, same goods.....	2 10	6 30
3	Men's Black Frock Sts., war. Eng. Wor., handsomely bound, sizes 34 to 42....	9 50	28 50
3	Men's Black Frock Sts., warranted Eng. Wor., unbound, sizes 34 to 42.....	9 50	28 50
3	Men's Blue Frock Sts., warranted Eng. Wor., unbound, sizes 34 to 42.....	9 50	28 50
3	Men's Black Sack Suits, war. Eng. Worsted, unbound, sizes 34 to 42.....	9 25	27 75
3	Men's Black Sack Suits, war. Eng. Worsted, bound, sizes 34 to 42.....	9 25	27 75
3	Men's Four-But. Frk. Suits, blk. corkscrew, sizes 34 to 42,	12 75	38 25
3	Men's Sack Suits, black corkscrew, sizes 34 to 42.....	12 25	36 75
3	Men's Four-But. Clay Wor. Frock Suits, sizes 34 to 42.....	12 50	37 50
3	Men's Blue Clay Worsted Sack Suits, sizes 34 to 42.....	12 00	36 00
Total.....			\$439 56

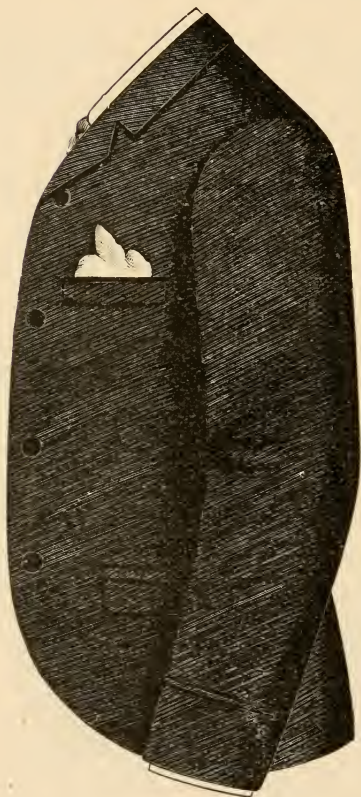
**We want** no man to send an order to us unless he has full confidence in our integrity.

**We want** no one to be deceived by what we say in our Catalogue or Appendix. WORK BROS. & Co. cannot afford to mislead a customer.

**We want** no one to buy a bill of goods from us unless he knows he can pay for them when he agrees to do so.

**We want** all good merchants to understand that every dollar's worth of our clothing is manufactured by us, and we know the trimmings are the very best, the cut of the garments correct, and the quality of the cloth good, and the suits of clothes are worth every penny we charge for them.

**Storekeepers** with limited capital and those who have not been in business long enough to have an established credit in this market, will find it will facilitate the shipment of their order if they will allow the cash to accompany the same. They have the same privilege in regard to returning goods; because they are kind enough to send the money in advance, we will in no way bind them to keep the goods if they are not as expected.

**APPENDIX No. 117, 118.**

Men's genuine Imported English Worsted Corkscrew Sack Suits, warranted all wool. These goods we import in vast quantities and have sold them to small jobbers at the same prices we ask you. We are not so entirely devoid of all truth and business principles as to tell you we can save you from twenty-five to thirty-five per cent. if you buy of us; an imbecile would be too smart to take any stock in such bombast.

Manufacturers of clothing are not wholesale robbers, and such enormous profits are not made by any reputable clothing house.

We sell honest-made goods at prices which will enable you to make 35 to 40 per cent. more than on goods bought from jobbers, who do not manufacture. We are

anxious to get more trade and will not let any competitor undersell us, and we believe our garments are better and prices lower than any jobber who buys his goods from other factories. We make everything we sell.

**No. 117, Men's Black Sack Suits, as described above, \$9 87**

**No. 118, Men's Blue-Black Sack Suits, " 9 87**

**APPENDIX No. 125, 141, 121.**

This is the cheapest All-Wool Corkscrew Worsted Cutaway Suit we wish to send out on approval, and while we have this in lower priced goods we do not advise any merchant to buy it.

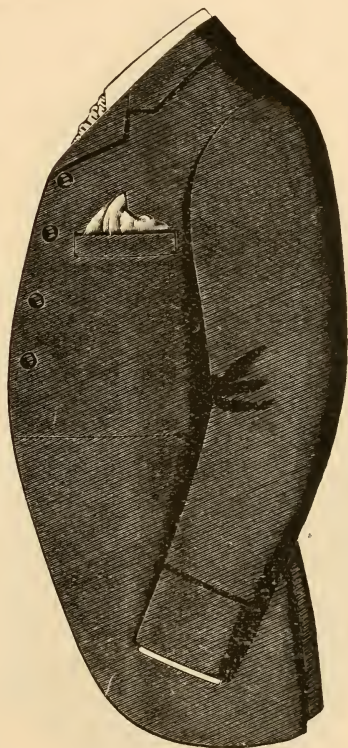
Every garment quoted in our Price List or this Appendix to our Price List is guaranteed to please our customers, so we do not make low prices in order to excite your curiosity, have you order a bill of goods, and then find yourselves deceived. We will not tell an untruth to make a sale; there are too many discreditable houses now who make statements that are utterly barren of truth.

We want you to be agreeably disappointed when you get our goods. See our terms and conditions on page 3.

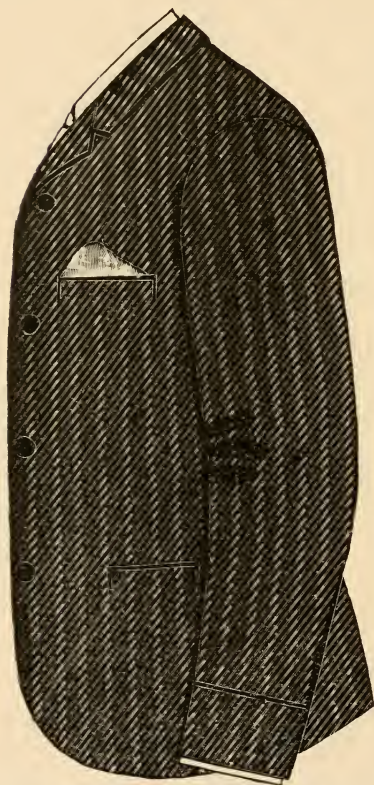
**No. 125, Men's Blk. Cutaway Suits, as described above, \$7 50**

**No. 141, Men's Blue-Blk. Cutaway Suits, " 7 50**

**No. 121, Men's Brown Cutaway Suits, " 7 50**



**Thousands of dollars** can be made buying our celebrated ready-made clothing.

**APPENDIX No. 155, 180.**

This cut shows you a handsome combination Stripe and Diagonal pattern. While the cut would indicate there is a very distinct stripe, this is not the case. The part that shows white in the cut is a dark gray color, and the diagonal running through it is brown and black with a little gold mixed in. You might think from this description that it is a loud-appearing suit, but this is also a mistake; it is rather subdued in color.

The way the goods are woven and colors combined makes it a new style and very pleasing to the eye. The quality is all-wool, and the weave makes it an excellent wearing suit either for business or a good suit for a farmer, lawyer, doctor or any man who wants a suit for every day wear or extra occasions, as it can be properly worn then and always looks well. We have sold this same make of goods for a number of years and know the value is in the

suits. We try to make everything plain in this Appendix, in the hope of receiving large orders. We fill orders for single suits, but do not cater to that trade. These suits are already made, and we cannot fill orders for them unless the sizes given run from 34 to 42.

**No. 155, Men's Sack Suits, as described above, \$8 00**

**No. 180, Men's Pants, - - - - - 2 75**



**APPENDIX No. 158.**

Now we show you a pattern of a Satinet Sack Suit that we are proud of; your trade can not help appreciating such goods.

Washed Satinets, properly made, are desirable fabrics for any merchant to handle. The colors are as follows:—black, gray, old-gold, green and brown; the check is about one-half inch square, and the goods are woven on the diagonal principle, as represented by the cut, and make a handsome suit. These are made up as we make up all our goods, better than most ready-made clothing. Every garment ordered through our catalogue can be returned at our expense if not satisfactory in every respect. Sizes, 36 to 42.

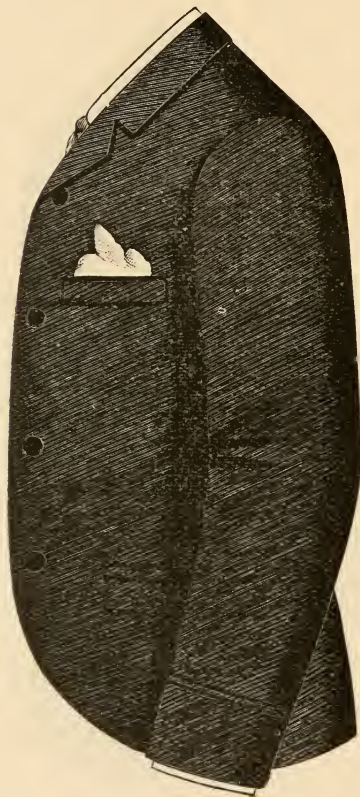


**No. 158, Men's Sack Suits, as described above, - \$5 50**

---

**Every dollar's worth** of goods you buy of us is made in our own factory. We have no other firm making goods for us at a greater profit than we sell them direct to the jobbing and retail merchant.

## APPENDIX No. 132, 143, 145.



Here comes the picture of one of our choicest Black Imported Worsted Sack Suits, and it requires but little to be said in its favor.

These garments will give undoubted satisfaction, and we guarantee to please every customer who orders from our catalogue.

We are not the “Great I Am” of the clothing business; we do not sell goods manufactured by another firm; we are not doing business under a cover; we do not fear to exhibit our factory and salesroom.

We do not claim to own the United States, but are humble, anxious for trade, willing to meet all competitors and go them one better. While we have a

big trade, we want more if we can gain it honorably and and fairly, and not have to resort to deceiving and trickery. Send us an order and see how we will treat you.

No. 132, Men's Black Sack Suits, as described above,	\$12 00	
No. 143, Men's Blue-Black Sack Suits,	“	12 00
No. 145, Men's Brown	“ “	12 00



---

**APPENDIX No. 101.**

---

This cut represents a finely finished All-Wool Cassimere Sack Suit, black and dark gray ground work with a small light gray thread that forms a check about one-eighth of an inch square. This is a handsome business suit, also very appropriate for Sunday occasions.

You will make no mistake in ordering these goods. Everything you order through our catalogue will be sent you on approval; if not entirely satisfactory to you in every respect return at our expense. We meet all competitors and go them one better.



**No. 101, Men's Sack Suits, as described above, - \$6 50**

---

**Every good merchant** should take advantage of every bargain offered if he can use the goods, and if you will send us an order for what goods you can use, we will surprise you when you see the goods and learn how well they are made and how nicely they fit.

## RETAILERS, PONDER!

### Sample Order No. 1625.

Competition is the life of trade and we are always ready to show our friends that our prices are at the bottom, and will even defy net cash prices to beat us as we always go them one better.

If you buy this order and take advantage of the seven per cent. discount we give for cash you will save just \$30.40. Does it pay to be humbugged on net cash prices? Retailers, ponder.

Quantity.	DESCRIPTION.	Price.	Exten.
4	Men's Brown Check All-Wool Dbl. and Twist Sack Suits.	\$ 4 75	\$19 30
4	Men's Black Wool Corkscrew Worsted Sack Suits.....	6 95	27 80
4	Men's Black, Brown and Amber Mix Check Sack Suits....	9 50	38 00
4	Men's Mottled Gray, with indistinct stripe, Sack Suits....	8 75	35 00
4	Men's Black and White All-Wool Hairline Cass. Sack Suits	9 90	39 60
4	Men's Gray and Black All-Wool Pin Check Cass. Sack Suits	9 90	39 60
3	Men's Black English Worsted Sack Suits .....	11 50	34 50
3	Men's Nobby Brown Mix with Blk. Stripe Cass. Sack Suits	11 50	34 50
3	Men's Light Gray Diagonal with Brown Stripe Cass. Sack Suits .....	11 50	34 50
3	Men's Brown, White, Blue and Red Mix Cheviot Sack Suits	11 87	35 61
2	Men's Black Diag. English Worsted Sack Suits.....	13 50	27 00
2	Men's Blue Ground with White and Red Silk Mix Sack Suits .....	15 00	30 00
2	Men's Rich Olive-Brown Double Stylish Check Cass. Sack Suits.....	15 00	30 00
Total .....			\$425 14

### SAMPLE ORDER No. 665.

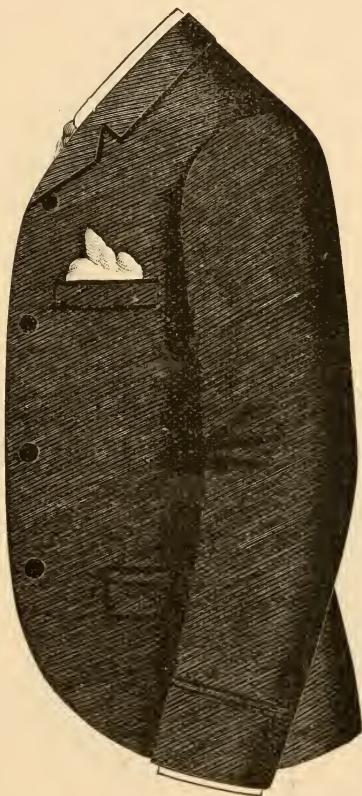
Competent judges of clothing, capable merchants of sagacity, with good common sense, will not fail to make a generous profit on this sample order, and will find it adapted to the Western States, as the weights are medium light Spring and Summer goods. These suits are all made Sack style.

Quantity.	DESCRIPTION.	Price.	Exten.
4	Men's Green Mixed Jean Sack Suits.....	\$ 4 50	\$18 00
4	Men's Brown, Red and Gray Checked Cassimere Suits...	5 50	22 00
4	Men's Blue and Gray Plaid Cassimere Suits.....	7 50	30 00
4	Men's Brown Diagonal Cheviot Suits .....	9 00	36 00
3	Men's Indigo Blue Cheviot Suits, Fast Color.....	9 50	28 50
3	Men's Dark Gray Checked Cassimere Suits.....	9 50	28 50
3	Men's Brown Pique Suiting Suits.....	12 00	36 00
3	Men's Dahlia All-Wool Corkscrew Worsted Suits.....	13 50	40 50
4	Men's Gray All-Wool Double-and-Twist Cassimere Pants,	2 00	8 00
4	Men's Brown All-Wool Hairline Cassimere Pants.....	3 25	13 00
4	Men's Gray and Black, Striped All-Wool Cass. Pants....	3 50	14 00
Total.....			\$274 50

**The Folder** we sent out this Spring met with such great favor from the very brightest, sharpest and most enterprising merchants in the United States, and we have had so many orders from that source, we have selected just a few of our choice selling suits and give you a good description of the goods, and do so thinking you will favor us with a large order.

**APPENDIX No. 120, 142, 122.**

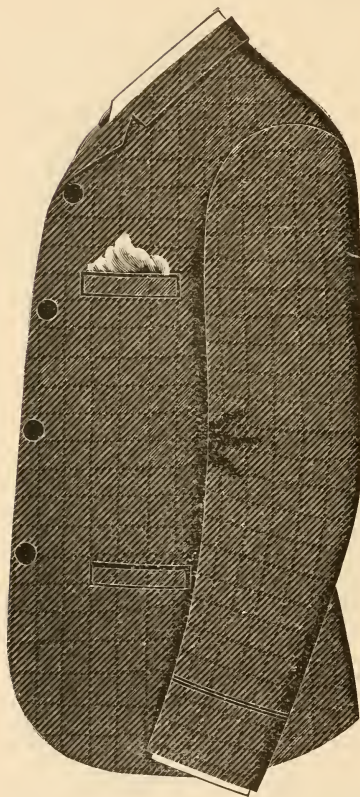
Men's Black English Corkscrew Worsted Sack Suits. This cut will give you a fair conception of the style, and the goods will more than please you when you get them in your store. Remember, you have the privilege of keeping any article you order through our catalogue in your store ten days before you need make up your mind as to the value of the garments. We trust everything to you, as we believe our customers are honest and will not abuse any privilege we grant them. Being a live, wide-awake house, we are always on the look-out for bargains, and use every fair and honorable methods to increase



our trade. We will not stoop low enough to make up fabulous stories in order to sell a few more goods. It is with pride that we refer to our reputation as truthful business men.

<b>No. 120, Men's Black Sack Suits, as described above,</b>	<b>\$15 50</b>
<b>No. 142, Men's Blue-Black Sack Suits,</b>	<b>“ 15 50</b>
<b>No. 122, Men's Brown</b>	<b>“ “ 15 50</b>

## APPENDIX No. 2506.



Men's extra-sized suits, 40 to 50 breast measure. From the cut you would suppose this was a decided check, when in reality the colors are dark brown, gray and black. The line that forms the square on the cut is composed of a light brown thread, woven in such a peculiar manner as to show what some would call an invisible plaid.\* The garments are on the subdued order, and, while not a solid color, have a plain appearance, with the colors as described above, making a handsome business or dress suit for a large man; one that will wear; one that will not show dirt—neither too light nor too dark. 'Tis not flashy nor too ministerial-looking, as most extra-sized suits are apt to be. We have had large sales of these goods, and find them universally well liked by the very best merchants in the United States. We expect large orders from this Appendix; store-keepers who have bought in this way find it very

advantageous, as it enables them to sort up often and consequently never over-buy.

No. 2506, Men's Extra-sized Suits, as above,

\$12 00

**Notwithstanding** the fact that we advertise in every available space that we pay no attention to letters or postal cards unless there is some evidence of the writers being merchants, we get them every day. All mail of this nature is consigned to the waste basket.



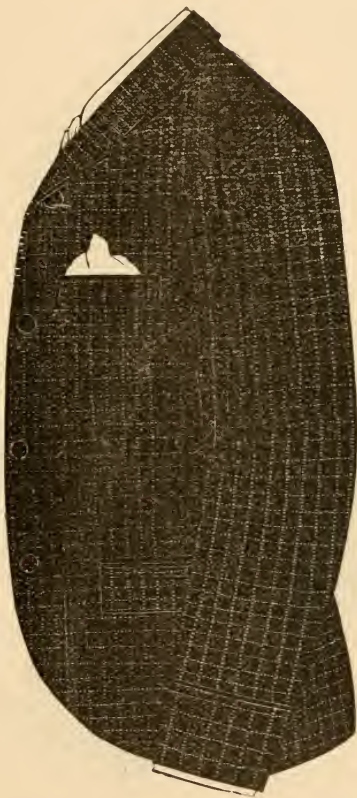
---

**APPENDIX No. 116.**

---

Next upon our list is a handsome Sack Suit, dark brown groundwork, with a small thread of red, making a check a quarter of an inch square. The cloth is woven on the basket order, the combination of colors soft and subdued, and the effect very pleasing to the eye.

The goods are strictly all-wool, and will give universal satisfaction as a business suit, and can also be worn appropriately on Sundays and holidays. Sizes run from 35 to 42. It would be useless to order these suits in any other style than sack, as the goods do not look well made up in cutaways.



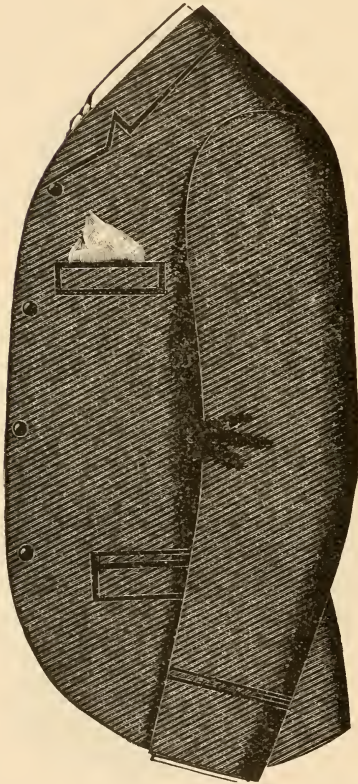
**No. 116, Men's Sack Suits, as described above,**

**\$13 50**

---

**On page 46** you will find a copy that shows you how to order, so we will understand just what you want us to send you. There is no use to give us any further description than the quality, number of suits you want and the Appendix numbers and prices. If you wish other than the regular sizes, please say so. We will furnish order blanks when so requested.

APPENDIX No. 111, 112, 113, 114, 115.



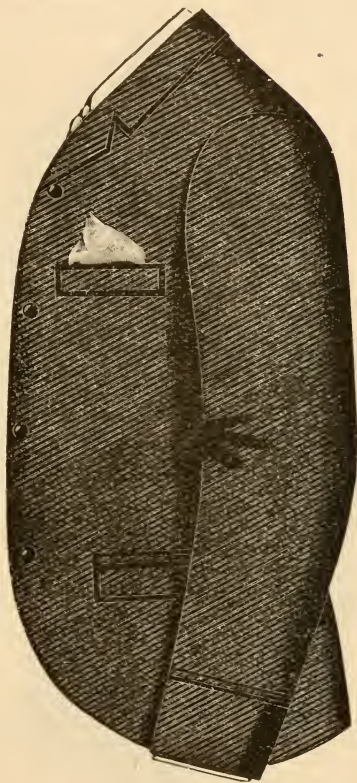
Men's dark gray and white mixture in Double and Twist Cassimere makes a very neat and stylish suit of clothes. You can tell something about the style from the cut, and the cloth, if you take our word for it, is good. We have six different grades of these suits, just a little difference in the weave, and all on the pepper and salt order. A good suit for every-day wear, and one that will give undoubted satisfaction. Fill in the quantity column what you can use, and select from our regular Price List what other goods you want and we will send them all on approval.

No. 111, Men's Dk. Gray, Dbl. and Twist, as described above, \$15 00				
No. 112, Men's	"	"	one grade cheaper.	9 00
No. 113, Men's	"	"	" "	7 50
No. 114, Men's	"	"	" "	6 00
No. 115, Men's	"	"	" "	5 50

**APPENDIX No. 167.**

This cut shows you one of our choice Sack Suits, gray, white and brown mixed Double and Twist Cassimere. Undoubtedly one of the best guaranteed suits of clothes in our store.

Farmers, mechanics, doctors, storekeepers, lawyers, or any other man who wants a good looking suit, neat pattern, subdued color, one that will not show dirt or fade, can do no better than to order these goods. Would make the suggestion to all good merchants to order these garments in quantities.



**No. 167, Men's Gray Sack Suits, as described above, \$15 50**

**Scores of merchants** who do not carry clothing in stock will find this a valuable book to keep. You can show your customers the cuts, select a suit and order the suits as you sell them. Remember, we do not send samples of the goods for this reason: We do not think it a possible thing to look at a sample of cloth and tell what a suit of clothes is worth; you must first see how the garment is made, look at the trimmings, and then you can form an idea as to the value. Do not forget that we will send the goods on approval, and, if not satisfactory to you, they can be returned at our expense.

## APPENDIX No. 159, 160, 161, 162, 163, 164.



It is very hard to represent a Blue Flannel Suit by a cut, but every one knows what they are and we will give you a copy of our Price List under the head of Grand Army Suits. This, we trust, will enable you to send us an order for all the goods you can use in our line. We do not pretend to make up our Flannel Goods in a cheap manner; we believe the goods should be made first-class.

No. 159, Men's Indigo-Blue Flannel Suits,	-	-	-	-	\$6 50
No. 160, Men's " " " with 2 sets of buttons, Black and G. A. R.					7 00
No. 161, Men's Blue All-Wool Cheviot Suits,	-	-	-	-	7 00
No. 162, Men's Blue All-Wool Cheviot Suits, with 2 sets of buttons, Black and G. A. R.					7 50
No. 163, Men's All Wool Slater's Yacht Cloth Suits,	-	-	-	-	8 00
No. 164, Men's All Wool Slater's Cloth, with 2 sets of buttons, Black and G. A. R.					8 50



## SAMPLE ORDER No. 1621.

Merchants in the Northwest will find this a suitable selection for their trade. The weight of the goods in this lot is medium heavy Spring and Summer goods. Every dollar's worth of goods we make is gotten up with care, and we want you to compare with other prices if you doubt what we say.

Quantity.	DESCRIPTION.	Price.	Exten.
3	Men's Black Corkscrew Worsted Sack Suits.....	\$ 6 50	\$19 50
3	Men's Fancy Broken Check Scotch Chev. Sack Sts.....	7 50	22 50
3	Men's Fancy Corkscrew Worsted Sack Suits.....	8 75	26 25
3	Men's Eng. Homespun All-W. Blk. and Pearl-Color .....	9 50	28 50
3	Men's Pln. Olive-Brown Eng. Cork. Wor. Sack Suits.....	10 50	31 50
3	Blue Crepe Ground, Neat Raised Chk. Wor. Sk. Suits.....	11 33	33 99
3	Men's Blk. and Brn. Fey. Chk. Silk Mix. Wor. Sk. Suits...	13 50	40 50
3	Men's Blk. Diag. Genuine English Wor. Sack Suits..	13 50	40 50
3	Men's Fancy Stripe Kersey Pants.....	1 50	4 50
3	Men's Brown Mix All-Wool Hairline Cass. Pants. ....	2 80	8 40
3	Men's Fancy Stripe Worsted Pants.....	3 50	10 50
3	Men's Blue Ground, with Small Fancy Check Pts.....	4 65	13 95
3	Men's Dark Brn. and Blue Basket-Weave Cas. Pts.....	4 80	14 40
Total.....			\$294 99

**We** are always on the alert and bound to please our customers.

**O**ur goods are unquestionably well made, and the fit not excelled by any.

**R**emember, you take no risks when you order goods of us.

**K**een and sharp merchants are always willing to be convinced.

**B**uy of us and we will prove to your satisfaction our prices are the lowest

**R**easonable and thinking merchants will not be deceived by bombast.

**O**ur motto is:—Good, honest-made clothing at lowest prices.

**T**he time for big profits is past. Manufacturers can't make 25 per cent.

**H**e who says they can, handles truth recklessly.

**E**gotism is good in its place, but bad when used indiscriminately.

**R**ight will prevail; truth is stranger than fiction.

**S**ooner or later a man who prevaricates to sell goods will reach his level

**&**

**C**ome to grief. Truth must and will prevail.

**O**rderyour goods of **WORK BROS. & Co.** and get value received every time.

**We have** so many requests of this kind:—"Please send us samples of the goods the cuts represent." Now, in our opinion, this is impracticable; we know you cannot form a correct idea of the value of our suits by looking at a small sample of the cloth. One other thing should satisfy the most incredulous merchant, viz, we show you the style, give a description of how the goods are woven, tell you what the colors are, and then send the goods to you on approval, any or all to be returned within ten days after receipt of same, if not satisfactory. If we did not know our goods were cheaper, better made, finer trimmed and as good fitting goods as are in the market, we would indeed be foolish to make this proposition. We all know this to be a fact. Send us a big order and do not ask for samples.

## APPENDIX No. 169, 179, 171, 172, 173.

A nice Diagonal or Corkscrew Prince Albert suit of clothes always looks well and comes next to a fine dress suit. The cut below represents one of our Imported Worsted Suits, which we guarantee to give satisfaction.



No. 169, Men's Black Prince Albert Suits, as described above, or Striped Pants in keeping with Coat and Vest,	-	-	-	\$20 00
No. 179, Men's Black Prince Albert Suits, or Striped Pants, in keeping with Coat and Vest, one grade cheaper,	-	-	-	18 00
No. 171, Men's Black Prince Albert Coats and Vests, with Small Striped Pants in keeping with the Coat and Vest,	-	-	-	16 50
Coat and Vest without Pants,	-	-	-	12 50
No. 172, Men's Black Prince Albert Coats and Vests, with Small Check Pants in keeping with the Coat and Vest,	-	-	-	18 00
No. 173, Men's Dark Gray Prince Albert Suits,	-	-	-	20 00

**SAMPLE ORDER No. 1651.**

If you never sold a suit in your life, you can't help selling this little lot long before you need to pay for them. Remember, we take the risk. If these goods do not please you in every particular, they can be returned at our expense. Our method is so plain and honest, no one can be deceived by dealing with us. We give you all the advantage and by ordering direct of us you save all middle-men's profits. We manufacture all our goods, and sell direct to the retailer. This order is adapted to the following States:—Florida, Georgia, Louisiana and Alabama.

Quantity.	DESCRIPTION.	Price.	Exten.
3	Men's Blk. Diag. Cotton Worsted Sack Suits.....	\$3 50	\$10 50
3	Men's Blk. and Grn. Stripe, Indistinct Chk. Sk. Sts.....	4 25	12 75
3	Men's Black and Brown Mixed Cheviot Sack Suits.....	5 00	15 00
3	Men's Brown, Blue and Gray Plaid Cass Sack Suits.....	5 25	15 75
3	Men's Plain Gray All-W. Dble. Twist Cass. Sk. Sts.....	5 00	15 00
3	Men's Blk. and Brn. Mxd. All-W. Dble.-Twist Sk. Sts.....	6 00	18 00
3	Men's Blue Lachogoda Cloth Sack Suits.....	6 50	19 50
3	Men's Blk. and Brn. Chkd. All-Wool Cass Sk. Sts.....	8 00	24 00
3	Men's Striped Moleskin Pants.....	75	2 25
3	Men's Oxford Mixed Jeans Pants.....	1 00	3 00
3	Men's Blk., White and Blue Strp. Cot. Wor. Pants.....	1 37	4 11
3	Men's Gray All-Wool Cassimere Pants.....	1 50	4 50
3	Black and White Mixed Cotton School Sack Suits.....	2 25	6 75
3	Blue, Blk. and White Mxd. Milan Suit, School Sts.....	4 00	12 00
3	Boys' Brown and White Mixed Sack Suits.....	2 75	8 25
3	Boys' Black and Brown Mixed Cheviot Sack Suits....	4 25	12 75
Total.....			\$184 11

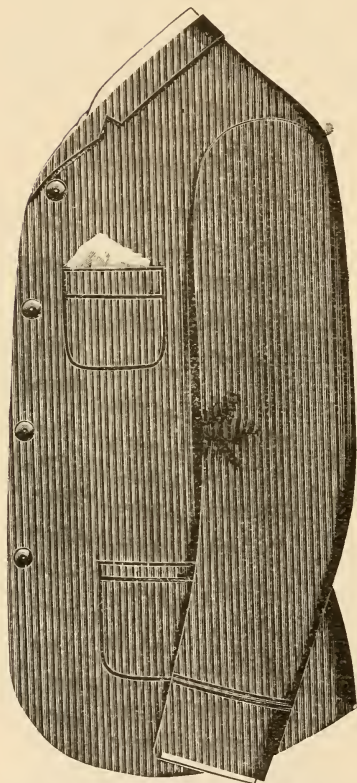
**SAMPLE ORDER No. 652.**

We do not expect that every merchant will take our advice and select an order out of this Catalogue: if they did, we could not fill one-half the orders. In fact, we do not want a narrow-minded merchant to send us an order, or those who have bought their goods from houses who gave them unlimited time to pay for the same.

This is not the class of store-keepers our prices are for. We want close buyers, good judges of values, prompt-paying business men who buy clothing cheap. This is the kind of store-keepers we want, and those living in the following States will find this sample order just what they need: Illinois, Indiana, Iowa, Ohio, Virginia, Pennsylvania, Michigan, Wisconsin, Dakota, Minnesota, Washington Territory, Utah, Colorado and part of New Mexico and Nebraska.

Quantity.	DESCRIPTION.	Price.	Exten.
3	Men's Blk. and Red Chk. Cotton Worsted Sk. Suits.....	\$3 00	\$ 9 00
3	Men's Black and Brown Mixed Satinet Sack Suits.....	4 50	13 50
3	Men's Brown, Red and Gray Chk. Cass. Sack Suits.....	5 50	16 50
3	Men's Blk. All-Wool Corkscrew Worsted Sk. Suits.....	7 00	21 00
3	Men's Gray and Blk. Chk. All-Wool Cass. Sk. Suits.....	7 50	22 50
3	Men's Red, Blk. and Brn. Plaid All-Wool Cass. Suits....	8 00	24 00
3	Men's Blk. and Wht. Pep. and Salt All-W. Cass Suits....	7 50	22 50
3	Men's Brn., Red and Gray Specked All-W. Cass. Suits....	8 50	25 50
3	Men's Brn. and Orange Mix. All-Wool Cass. Sk. Suits....	9 00	27 00
3	Men's Dark Gray Check All-Wool Cass. Sack Suits.....	10 00	30 00
2	Men's Gray Hairline All-Wool Cass. Sack Suits.....	11 50	23 00
2	Men's Blue All-Wool Pique Suiting Sack Suits.....	12 00	24 00
6	Men's Brown and Black Hairline Satinet Pants.....	1 50	9 00
3	Men's Gray Diagonal All-Wool Cassimere Pants.....	2 00	6 00
3	Men's Brown and Black Striped Cassimere Pants.....	2 50	7 50
Total.....			\$281 00

## APPENDIX No. 2516.



Corduroy Sack Suits, thoroughly well-made good, honest goods, and, in our opinion, one of the best suits of clothes a merchant can keep in his stock.

We think a poor corduroy suit is a curse to any firm who wishes to build up a trade on first-class goods. While we have lower grades in stock, we will not quote them in this Appendix, for every article we name here has real merit—first-class goods at prices which we know defy competition.

We manufacture every dollar's worth of our goods. Our factory is large, and we are determined to have the very best merchants in the United States order goods from us. It is only a matter of time when the most incredulous will find this the proper way to do business.

We have this cut of corduroy sack suits in three shades and different grades, but this grade especially is our choice, and there is value in these garments. While we will

accept small orders (or even orders for single suits), we have made the prices for large orders.

No. 2516, Men's Dk. Drab Corduroy Sack Suits, as above,	\$9 00
No. 6125, Men's Lt. " " "	9 00
No. 1652, Men's Black " " "	9 50
No. 2516, Men's Coats and Vests, - - - -	6 00
No. 6125, Men's " " - - - -	6 00
No. 1652, Men's Black Coats and Vests - - -	6 25
Nos. 1652, 6125 and 2516, Men's Pants, - -	2 75

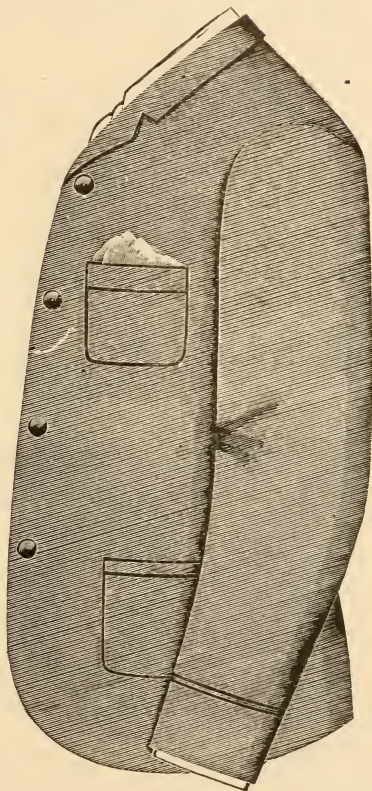


**APPENDIX No. 2531.**

Drab English Fustian Sack Suits. This is on the order of a moleskin, only it will wear better. Will make a first-class suit to stand hard service. It will answer well for millers, and makes a great suit for miners, farmers and men who ride horse-back, or any class of men who want sense combined with good looks. We will quote but one grade, as this is our specialty in this line. We know the suits are all we represent them to be, and will give the utmost satisfaction.

The merchants who sell these will gain a reputation for selling good clothing. All the prices we quote are for first-class merchants.

We will not sell any storekeeper (if we know it) who does not pay for his goods promptly as he agrees; we do not make prices for long-winded trade. We consider the merchant who does as he agrees as good as the Bank of England, and this is the class of trade we are after. Select one of our choice sample orders, or make your selections from the cuts, and send us your order. You will never know what we do until you try us, and you surely have everything to gain and nothing to lose if you buy of us on the conditions named in this Appendix.



No. 2531, Men's Drab Sack Suits, as above,	-	\$9 00
No. 2531, Men's Frock Suits,	- - -	9 50
No. 2531, Men's Sack Coats and Vests, as above,	-	6 25
No. 2531, Men's Pants,	- - -	2 75

## SAMPLE ORDER No. 1619.

This sample order is suitable for any of the Southern States where it is warm and the trade demands nice-looking goods that will not fade, and at the same time have the texture of the cloth fine.

We defy competition and will do our best to please our friends.

See our terms and form your own opinion as to our honesty of purpose.

Quantity.	DESCRIPTION.	Price.	Exten.
2	Men's Brown Velvet Finish with Black Stripe Union Suiting Sack Suits.....	\$ 6 00	\$12 00
2	Men's Fancy Cassimere Plaid Suiting Sack Suits.....	7 50	15 00
2	Men's Indigo-Blue All-Wool Slater Flannel Suiting Sack Suits.....	7 50	15 00
2	Men's Plain Black and White Hairline All-Wool Cassimere Sack Suits.....	9 25	18 50
2	Men's Black All-Wool Double-and-Twist Stripe Cheviot Sack Suits.....	8 25	16 50
2	Men's Light Brown, with Stylish Black Stripe, Cheviot Sack Suits.....	10 50	21 00
2	Men's Blk. and Brown Fcy. Silk-Mix Wor. Sack Suits....	12 50	25 00
2	Men's Stripe Moleskin Pants.....	80	1 60
2	Men's Steel Mix Jean Pants.....	1 00	2 00
2	Men's Fancy Check Satinet Pants.....	1 50	3 00
2	Men's Kersey Gray Pants.....	1 50	3 00
2	Men's Brown All-Wool Cassimere Pants.....	1 75	3 50
Total.....			\$136 10

## SAMPLE ORDER No. 655.

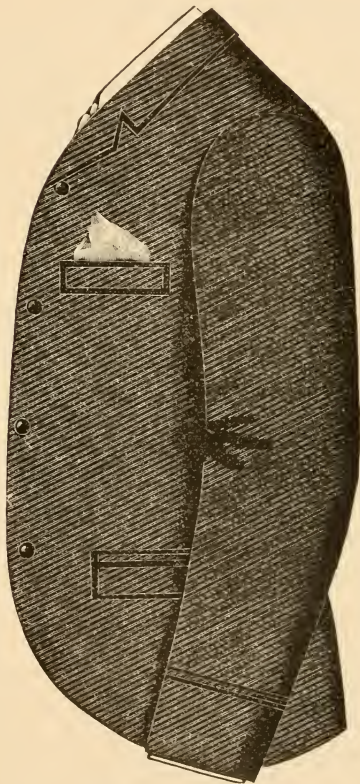
How easy it is for a man to make money if he can sell goods enough and get a reasonable profit! Here is a chance that no sagacious, brainy dealer should lose. Buy your goods from first hands, and save all extra profits. Make yourself agreeable to every manufacturer and he will sell you goods as cheap as he does to the jobber. We believe a man who lives thousands of miles away and is good pay deserves just as low prices and as much consideration as one who lives only sixty-two miles from Chicago, the head center for fine clothing.

Storekeepers living in Florida, Georgia, Alabama, Louisiana, Mississippi, Texas, New Mexico, or any warm climate, can order this lot with safety on the terms and conditions named in the Appendix. Add to or take from this or any other sample order, if you wish to do so.

Quantity.	DESCRIPTION.	Price.	Exten.
8	Men's Brown, Black and Red Check Satinet Sack Suits...\$	3 00	\$24 00
8	Men's Black and Brown Invisible Check Satinet Sack Suits,	4 50	36 00
6	Men's Blk., Brn. and White Fcy. Mix All-Wool Cass. Suits	6 50	39 00
6	Men's Hairline Dark Gray All-Wool Cass. Sack Suits....	9 50	57 00
4	Men's Blue All-Wool Corkscrew Worsted Sack Suits.....	8 50	34 00
4	Men's Black Wide Wale All-Wool Diagonal Worst'd Suits,	10 50	42 00
4	Men's Fine Black English Corkscrew Worsted Sack Suits,	12 00	48 00
4	Youth's Brown, Red and Gray Check Cass. Sack Suits...	5 00	20 00
4	Boys' Gray and White Kersey Sack Suits.....	4 00	16 00
4	School Red and Black Check Cotton Worsted Sack Suits..	3 00	12 00
6	Men's Blue, Blk. and White Mixed Cotton Worsted Pants,	1 00	6 00
6	Men's Brown, Gray and Black Striped Cassimere Pants..	1 75	10 50
6	Men's Gold, Mixed and Brn. Hairline All-Wool Cass. Pants	2 75	16 50
6	Men's Gray and Black Stripe All-Wool Cassimere Pants..	3 50	21 00
Total.....			\$382 00

**APPENDIX NO. 105, 106, 107, 108.**

It is hard to realize what a suit of clothes looks like from a small piece of the goods, and as we have so many calls for samples we have selected a few styles and herewith hand you a cut and description of some of our best sellers. This cut shows an All-Wool Hancock Double and Twist Cassimere of handsome brown and white mixture, which is pleasing to look upon, and a good investment for any one who wishes to combine service with good looks in a suit of clothes. We have this suit in two shades, brown and gray. Sizes, 34 to 42. See our terms on page 3.



**No. 105, Men's Brown Sack Suits, as described above, \$5 95**

**No. 106, Men's Gray                   “           one grade cheaper, 4 95**

**No. 107, Men's Brown Pants,     -     -     -     -     -     1 90**

**No. 108, Men's Gray               “     -     -     -     -     -     1 90**

Messrs. **WORK BROS. & CO.**

CHICAGO, ILL.

Gentlemen:—Send to.....

Town.....State.....

The following order on terms stated in your Appendix to Price List for the Spring of 1888. If any or all of the order is not satisfactory .....have the privilege of returning to you within ten days after receipt of same, at your expense.

References:.....

.....

.....

Send Sample Order No. ....amounting to \$ .....

Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page.....	Price. \$ .....
Send	... ..	Suit,	Appendix No... ..	Page.....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page. ....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....
Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....
Send	... ..	Suit,	Appendix No.....	Page.....	Price, \$..... ..
Send	.....	Suit,	Appendix No.....	Page.....	Price, \$ .....

Ship by .....

Yours truly,

.....



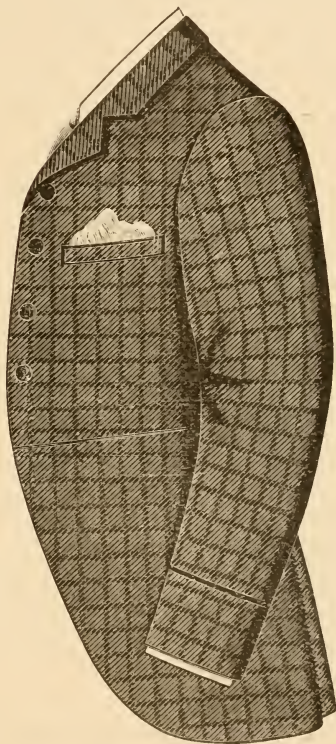
**APPENDIX No. 2314.**

**Men's Black Worsted Cutaway Suits.** This cut would indicate that the line forming the check is heavy and prominent, when in reality the check is modest, and at a distance you would be impressed with the idea that the garment was plain corkscrew worsted.

There is no color in the suit; it is black, having a fine, smooth finish, and will not wear smooth or glossy. A perfect dress business suit, or good enough for any man to wear on dress occasions.

We have made a large number of these suits, and you will find them great wearing garments. The material is imported English all-wool worsted, and you can guarantee to your customers that the suits will give perfect satisfaction and will not fade, and we will back you up in your assertions. Remember, we can illustrate but a very few of our choice garments, and we hope you will be able to select a sample order in connection with the order you select from the cuts.

Hundreds of small merchants who sell but few suits of clothes in a year will find this a valuable book to keep and not destroy, as you can rub out the prices we charge you and substitute your own cost mark and add your own selling mark, and in this way readily show the styles to your customers. Sales are often made in this manner. We will send you all the order blanks you want, if you make application.



**No. 2314, Men's Black Cutaway Suits, as above,      \$14 00**

## SAMPLE ORDER No. 661.

New beginners, who wish to add clothing to their stock, will find it to their advantage to send to us for this assortment. Let us do the selecting, and if, in your opinion, there are too many high-priced or too many low-priced goods, or not enough of either, add to or take from the sample order, just as you think best. Trust to us in regard to sizes, weights and styles, and see how well we can please you. We do not send samples; if you will look on the back of this Appendix you will see the immense factory and salesroom we have, and it would not pay us to send out small pieces of goods, and you could form no idea how the garments would look. We have plenty of goods on hand, and confidence in them, and will take all the risks. Select your order, fill out page 46 and send direct to WORK BROS. & CO.

Quantity.	DESCRIPTION.	Price.	Exten.
4	Men's Satinet Sack Suits, best you have for .....	\$ 3 00	\$12 00
4	Men's Cotton Worsted Sack Suits, best you have for....	3 50	14 00
4	Men's Union Sack Suits, best you have for.....	4 50	18 00
4	Men's Union Sack Suits, best you have for.....	5 00	20 00
4	Men's Sack Suits, best you have for .....	6 00	24 00
4	Men's Sack Suits, All-Wool, best you have for.....	7 00	28 00
4	Men's Sack Suits, All-Wool, best you have for.....	7 50	30 00
4	Men's Black Sack Suits, All-Wool, best you have for...	8 00	32 00
4	Men's Frock Suits, All-Wool, best you have for.....	8 50	34 00
4	Men's Sack Suits, All-Wool, best you have for.....	9 00	36 00
4	Men's Sack Suits, All-Wool, best you have for.....	10 00	40 00
3	Men's Sack Suits, All-Wool, best you have for.....	10 50	31 50
3	Men's Black All-Wool Frock Suits, best you have for...	12 00	36 00
3	Men's All-Wool Sack Suits, best you have for.....	13 50	40 50
2	Men's Sack Suits, fine ones, best you have for.....	15 00	30 00
4	Boys' Working Suits, best you have for.....	2 50	10 00
4	Boys' Working Suits, best you have for.....	3 00	12 00
4	Boys' Sunday Suits, best you have for.....	4 50	18 00
3	Boys' Sunday Suits, best you have for.....	6 00	18 00
4	School Sizes, every-day, best you have for.....	2 25	9 00
4	School Sizes, every-day, best you have for.....	2 75	11 00
4	School Sizes, every-day, best you have for.....	3 50	14 00
4	School Sizes, Sunday, best you have for.....	4 50	18 00
4	School Sizes, Sunday, best you have for.....	5 75	23 00
4	Pairs Men's Working Pants, best you have for .....	1 50	6 00
4	Pairs Men's Working Pants, best you have for.....	2 00	8 00
4	Pairs Men's Working Pants, best you have for.....	2 50	10 00
4	Pairs Men's Working Pants, best you have for.....	3 00	12 00
4	Pairs Men's Sunday Pants, best you have for.....	3 50	14 00
4	Pairs Men's Sunday Pants, best you have for.....	4 00	16 00
Totals.....			\$625 00

## THE KEY TO THE SITUATION.

We are being asked the question repeatedly, "How do you get so many mail orders?" The problem is easy for us to answer; the key to the situation is here:—Our prices are below our competitors'; we are satisfied with smaller margins and quick returns; our garments are faithfully made, and the styles far superior to the general run of ready-made clothing; our fair, open way of doing business will convince the most skeptical storekeepers that they have nothing to lose and everything to gain. Our sample order and price list system is a panacea for over-buying merchants, and those who are on the lookout for bargains read what we have to say, place confidence in our honesty, and send their orders to us, and we immediately send the goods on approval, all or any part to be returned, at our expense, if not satisfactory in every respect.



